

Meg O'Leary
Director

Andy Poole
Deputy Director

**Montana Department
of Commerce**
301 S. Park Ave.
Helena, MT 59601

Montana Department of Commerce Business Resources Division Newsletter

S P R I N G 2 0 1 3

The Montana Department of Commerce has created this quarterly newsletter to update you on the status of our business resources financing programs and other program news. Contact information for each program is provided. Feel free to contact any Business Resources staff when you have questions about our programs, or to discuss potential applications.



Montana Department of Commerce Releases County Population Projections Through 2060 Mary Craigle, Joe Ramler, Marissa Kozel

The Census and Economic Information Center (CEIC) within the Montana Department of Commerce released population projections through 2060 for Montana's individual counties. Demographic forecasts are available for both the county as a whole and by gender and age group.

Baseline projections are provided for each of Montana's 56 counties, however multiple scenarios are provided for some counties. The baseline projections are produced by eREMI - a product of Regional Economic Models, Inc. (REMI).

With the Bakken oil development in the east, growing cities in the center, and mountain vistas in the west, Montana's counties are diverse, and, consequently, our future populations are developing differently.

"These population projections are invaluable to our communities for the purpose of planning and developing policies as well as understanding regional growth," said Meg O'Leary, Director of the Montana Department of Commerce. "Through this information, policymakers and planners will gain a better understanding of Montana's regional growth and needs far into the future."

Due to uncertainty in the Bakken development, CEIC has estimated two additional projection scenarios for sixteen eastern Montana counties. The information will be valuable to decision makers addressing both the opportunities and challenges created by the oil development affecting Eastern Montana. These scenarios incorporate a part of the extensive work done by the Montana Department of Transportation (MDT) who used REMI's PI+ model to study the impact of potential Bakken oil development on the region as a whole.

"The two additional projections allocate to each of the sixteen counties the potential regional effects the MDT model forecasts if more aggressive oil development and accelerated production occurs," said Joe Ramler, Senior Economist for CEIC.

The projections and methodology used to incorporate the various Bakken development scenarios are available on the CEIC website <http://ceic.mt.gov/Population/PopProjectionsTitlePage.aspx>.

Technical Assistance

Montana Small Business Development Center (SBDC)

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Ann Desch
SBDC State Director

Record Attendance at the 4th Annual Montana SBDC Invest in Success Small Business Conference

The Montana Small Business Development Center (SBDC) Network held their 4th Annual **Invest in Success** Small Business Conference on April 24 and 25th in Butte, Montana. This year's event was hosted by Headwaters RC&D at Montana Tech. The conference was attended by over 220 people, the most since the conference was first created in 2008.

Highlights of the conference included the popular Montana Entrepreneur Panel, which featured six panelists who shared their secrets to running a small business in Big Sky Country. This year's panel included Sarah Calhoun of Red Ants Pants, Mike Robins and Dave Robins of SeaCast-Montana Precision Investment Castings, David Uhl of General Electric, and John and Courtney McKee of Headframe Spirits.

Many of the stories shared by the panel emphasized just how important relationships are to doing business successfully in Montana.

Sarah Calhoun described a chance encounter with a producer and designer from the Patagonia clothing company who she met while reading a business book at a coffee shop in Bozeman. He became one of her mentors. Courtney McKee explained that networking and "not being shy" about whom they were and what they were trying to do were both important pieces to the process of starting a business. "Keeping a circle of mentors and advisors is imperative to keeping the business on track", she said. Sarah Calhoun sits on Headframe Spirits' Board of Advisors.

Through it all, it's important for Montana business owners to keep working hard – and know that anything is possible. This sentiment was a key theme during the conference, from the Montana Entrepreneur Panel to the keynote presentation.

The Montana Department of Commerce Director, Meg O'Leary introduced Michael Shuman, the keynote speaker. Mr. Shuman was impressed with the lively spirit of entrepreneurship that he encountered while in Montana. "From what I've seen, Montana is a place full of hard-working and driven individuals," Shuman said while dining with the SBDC Network after the conference, "and they're all so gosh darn nice!"

Shuman, in return, received rave reviews from the audience. Passing comments included, "He brought a different perspective to the table," and "I'm going to go back and get the word out about crowd-funding to my community!"

Michael's presentation focused on the six "P's" of community prosperity: Planning, People, Purse, Purchasing, Partners and Public Policy. All conference attendees received a free copy of his latest book, *Local Dollars, Local Sense*.

Riding the wave of success from this year's conference, the Montana SBDC Network is excited to announce that it will be moving forward with the 5th annual **Invest in Success** conference in 2014. The 2014 conference will be held in Helena, Montana in early spring.

Technical Assistance

Montana Technology Innovation Partnership (MTIP)

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Christine Bell
MTIP Program Manager

FAST AWARDS TO MONTANA

2010	\$100,000
2011	\$ 55,444
2012	\$ 80,000



MTIP: Providing Technical Assistance through Federal Grant Awards

MTIP delivers high-impact technical assistance (TA) to technology firms applying for federal SBIR/STTR funding. MTIP TA is primarily funded through the Federal and State Technology (FAST) Partnership Program. FAST, under the Small Business Administration, was created to help increase the technological competitiveness and improve the participation of small technology firms in the Small Business Innovation Research (SBIR) Program. This is a \$2.2 billion annual set-aside program for small businesses. In Montana, the FAST Program allows us to help technology firms navigate and learn how to win SBIR/STTR funding, enabling them to research, develop and commercialize technologies important to our state economy and to the Nation.

One of the key concerns of the SBIR/STTR Programs has been that of geographic distribution of SBIR/STTR awards throughout the country. The geographical concentration of SBIR/STTR awards does not match the distribution of scientists and engineers in the US, and as a result, small technology firms in 80% of the United States are often at a disadvantage. The FAST Program addresses this disadvantage by providing a source of funding for MTIP, which provides critical outreach and technical assistance to firms across the rural expanse of the state.

MTIP has seen considerable success with FAST funding. From 2010-2011, MTIP-assisted clients competed for and won 75 SBIR/STTR awards, bringing in over \$36 million to the State of Montana. MTIP provides outreach activities to under-served and rural areas of Montana, and advanced technical assistance to applicants of the SBIR/STTR Programs.

MTIP Success Story Montana Molecular

(BOZEMAN, MT) - *Montana Molecular received a new notice of award for a Small Business Innovation Research grant from the National Science Foundation. According to Anne Marie Quinn, the Principal Investigator for the project and founder of the company, "This funding supports expansion of our fluorescent biosensor technology and will significantly extend our breakthrough innovations for drug discovery and cell signaling research," said Quinn. In 2012, the company produced a robust fluorescent biosensor that detects cell signaling messages within living cells. These signals are mediated by G-proteins and regulate a myriad of activities within the cell including those that impact diabetes, cancer and neurologic disorders.*

Montana Molecular has been receiving technical assistance from MTIP counselor, John Balsam, since 2007. MTIP assists clients navigate the often complex proposal development process for the federal SBIR/STTR programs.

Find out more about this Montana business on their website: [Montana Molecular](http://MontanaMolecular.com)

Finance

**Community Development Block Grant Economic
Development Program (CDBG-ED)**

Ph: 406-841-2736

Email: ddemarais@mt.gov

Website: <http://cdbged.mt.gov>



Debra Demarais
CDBG-ED Section Manager

Rosebud County

Rosebud Health Care Center

Rosebud County received a \$400,000 grant to assist Rosebud Health Care Center with the construction and expansion of their clinic by providing funds for medical equipment purchases and landscaping. The assistance to Rosebud Health Care Center will result in the retention of 22 full time jobs, of which 12 will be held by or made available to low and moderate income persons. Matching funds were provided by the State of Montana Coal Board, USDA, Range Telephone, Rosebud Foundation, and Rosebud County, for a total project cost of \$2,469,268.

CDBG-ED currently has funding available for planning grants and applications are being accepted.

► Montana Finance Information Center ◀

The Montana Finance Information Center provides summary information for the most significant financing resources available from state, federal, and local institutions. For comprehensive information and links to critical information on starting a business in Montana, economic development, housing or community development programs visit our website at: <http://www.mtfinanceonline.com>. For more information contact Karyl Tobel, Assistant Division Administrator at (406) 841-2732 or karyl@mt.gov.

Finance

Big Sky Economic Development Trust Fund Program (BSTF)

Ph: 406-841-2744

Email: nfaroni@mt.gov

Program Website: <http://bstf.mt.gov>

Primary Sector Workforce Training Grant Program (WTG)

Ph: 406-841-2744

Email: nfaroni@mt.gov

Program Website: <http://wtg.mt.gov>

Contact Program Staff for Funding Availability



Nancy Faroni
BSTF WTG Section Manager

Big Sky Economic Development Trust Funds First Quarter 2013 Economic Development Awards

The Montana Department of Commerce is pleased to announce the award of \$1,860,000 of Big Sky Economic Development Trust Fund (BSTF) Category I - Job Creation funds for four projects that combined will create 248 net new jobs for Montana. BSTF job creation awards can provide grant or loan assistance to eligible Montana businesses that are hiring net new positions within their companies.

The job creation awards include the following:

- > Wheatland County was awarded \$52,500 to assist Elk River Systems, Inc. located in Harlowton with equipment purchases which will enable the business expansion, culminating in at least 7 net new jobs. The company provides a turnkey solution for ticket printing.
- > The City of Great Falls was awarded \$832,500 to assist ADF International, Inc. with building construction materials which will enable the business to expand into Great Falls. ADF International Inc. will create at least 146 new jobs. ADF International Inc. is a North American leader in the design and engineering of complex steel superstructures.
- > Missoula County was awarded \$900,000 to assist Alcom, LLC with lease rate reduction and equipment purchases that will enable the business to expand into Bonner. Alcom, LLC will create at least 120 new jobs. Alcom, LLC is a manufacturer of high-quality aluminum trailers.
- > Missoula County was awarded \$75,000 to assist the Recovery Center-Missoula (RCM) with equipment purchases that will enable the Center to meet the addiction treatment needs of western Montanans. RCM will create at least 10 net new jobs.

The Department also awarded seven grants under the BSTF Category II Planning Projects, totaling \$140,495. BSTF planning funds are awarded to local Certified Regional Development Corporations (CRDCs), tribal governments, and local economic development agencies not represented by a CRDC, to assist in planning efforts to promote long-term, stable economic growth in both the region and Montana.

The planning awards include the following:

- > Prospera Business Network received three awards during the quarter. \$14,700 to assist Liberty Place with the development of a Feasibility Study and Preliminary Architectural Report. The company wants to expand their traumatic brain injury facility. \$17,500 to assist the City of Bozeman with the development of a Preliminary Engineering Report for its North Park Properties, which would be a mixed use industrial park. \$2,995 to assist Geyser Farm, which is located in Livingston, with design engineering, financial cost analysis and manufacturing facility layout

and design to support the prototype development of a mobile chicken pen.

- > Snowy Mountain Development Corporation was awarded \$37,800 to assist the City of Lewistown with the development of a Feasibility Study for a conference center facility.
- > Beartooth Resource Conservation & Development Area, Inc. was awarded \$26,250 to assist Elation, Inc., which is located in Billings, with an electronic architectural framework and design implementation plan that would enable the company to expand to set the direction for their software content delivery system.
- > Eastern Plains Economic Development Corporation was awarded \$15,000 to assist Plevna Public Schools with the completion of a feasibility study with engineering evaluations that would enable the School Board to determine if a housing project is possible on undeveloped land in Plevna. This area is being impacted by the Bakken oil boom.
- > Bitterroot Economic Development District, Inc. was awarded \$26,250 to assist TeraDact Solutions, Inc., which is located in Missoula, with the completion of a Feasibility Study on understanding the market size and opportunities for profitability related to setting up a Professional Services organization to complement its software business.

BSTF Planning applications are now being accepted via <http://fundingmt.org>

For information on the BSTF Program, visit the BSTF website at: www.bstf.mt.gov.

Primary Sector Workforce Training Grant Program

The 63rd session of the Montana Legislature has appropriated funds for the Primary Sector Workforce Training Grant Program, known as WTG. The WTG Program can provide grant assistance to primary sector businesses to train employees in newly created jobs. To be eligible, the primary sector business must create at least one net new job in Montana and pay the trainees at least the average wage that meets or exceeds the lesser of 170% of Montana's current minimum wage or the current average wage of the county.

A new job means a newly created full-time or part-time job in the primary sector business. The job must be new to the business and have not been filled prior to the effective date of the WTG Contract. The maximum grant award is up to \$5,000 for each net new full-time job and up to \$2,500 for each net new part-time job.

The WTG Program will be undertaking an Administrative Rule Making (ARM) process. As part of the ARM process, the WTG Program will be conducting a public hearing on May 31, 2013 at 1:30 pm in Room 228 of the Park Avenue Building, 301 South Park Avenue, Helena, to consider the adoption of the new guidelines and repeal of previous sections of the ARM as current state statute explicitly details the program's procedures. The proposed guidelines for the FY15 Biennium will be available on the WTG website, which is www.wtg.mt.gov.

Primary sector businesses or interested individuals that are interested in the WTG program or the ARM process can visit the WTG website or can contact program staff.

Finance

Montana Wood Products Revolving Loan Fund (WP RLF)

PH: 406-841-2594

Email: cjones@mt.gov

Program Website: <http://recovery.mt.gov/commerce/wpirls>

Montana State Small Business Credit Initiative Program (MT SSBCI)

PH: 406-841-2594

Email: cjones@mt.gov

Website: <http://mtssbci.mt.gov>

MicroBusiness Finance Program (MBFP)

Phone: 406-841-2594

Email: cjones@mt.gov

Website: <http://businessresources.mt.gov/MBFP>



Carolyn Jones
Commerce Loan Fund
Section Manager

Contact Programs for Funding Availability

Montana Wood Products Revolving Loan Fund

The Montana Distressed Wood Products Industry Recovery and Stabilization Program, now referred to as the “Wood Products Revolving Loan Fund” (Wood Products RLF), was established in 2009 as a federally and state funded, statewide loan program designed to help businesses within the wood products industry retain or create jobs.

The State and EDA Wood Products RLF programs accept applications as long as funding is available. Currently, the State Wood Products RLF has \$1,312,900 available for lending and the EDA Wood Products RLF has \$451,500 available for lending. Please see the programs’ website at: <http://recovery.mt.gov/commerce/wpirls> for more information.

→ Finance Program Changes ←

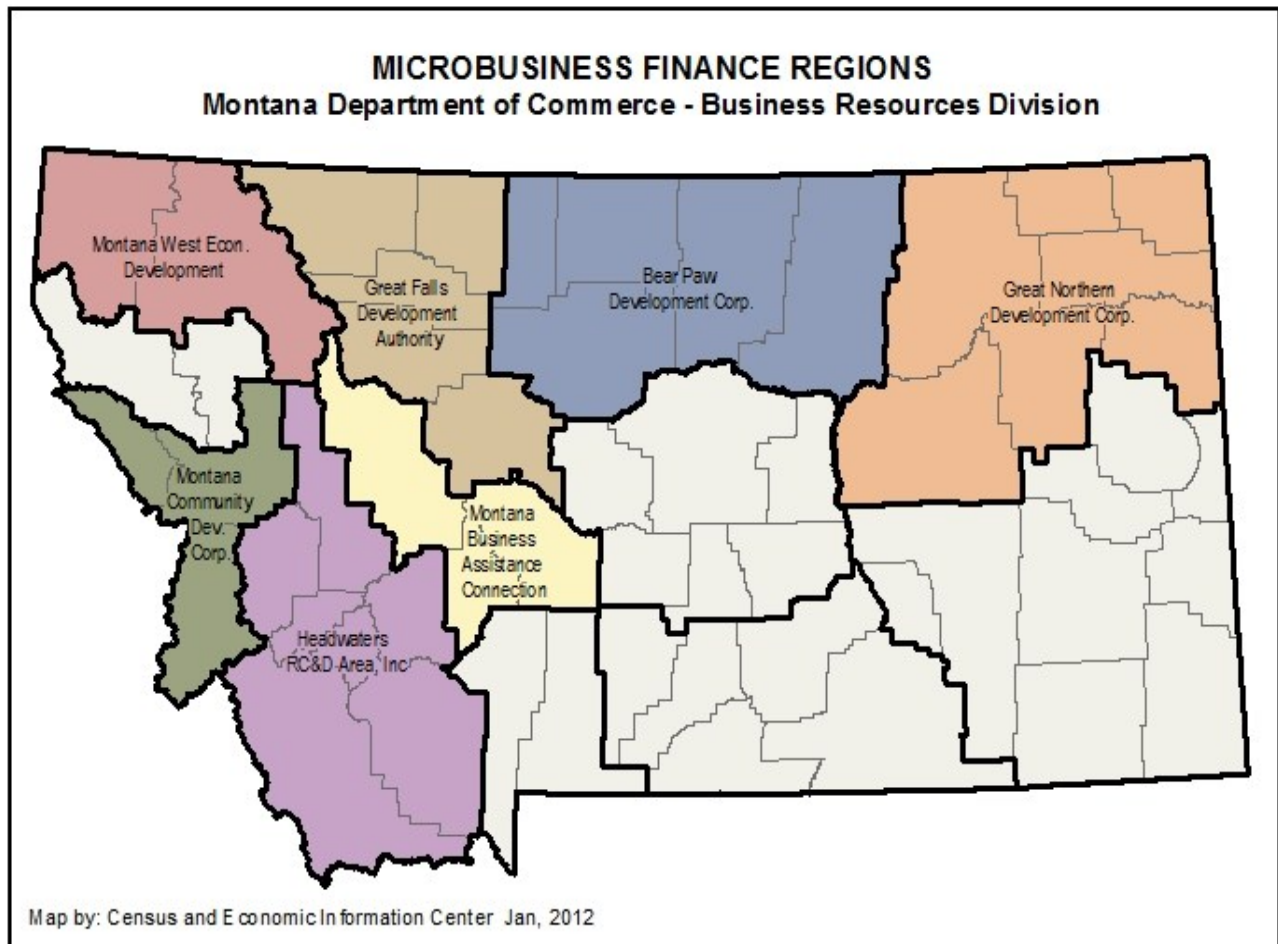
To streamline processes, some Business Resources Division finance programs are moving to an online application form. Check program websites and contact staff for application requirements.

Montana State Small Business Credit Initiative Program

The Montana State Small Business Credit Initiative Program (MT SSBCI) has participated in 46 lender loans to small businesses within 15 communities, representing 12 counties throughout the state for more than a \$10.6 million investment. The average loan size has been approximately \$230,000 for businesses in a variety of industries, such as retail trade, manufacturing, accommodation and food service, health care and social assistance, and construction. This funding has helped retain and/or create over 530 jobs in Montana, and with leveraged funds has helped generate a total benefit of over \$86.3 million investment for Montana. Please see the programs' website at: <http://mtssbci.mt.gov>.

MicroBusiness Finance Program

Since the inception of the MicroBusiness Finance Program in 1991, over 1,050 loans have been made across the state, totaling over \$21.3 million and creating and/or retaining approximately 2,330 jobs. The map below shows the regions for the program. For additional program information and links to the MicroBusiness Development Corporations, please visit <http://businessresources.mt.gov/MBFP/default.mcp>.



Technical Assistance

Certified Regional Development Corporations (CRDCs)

Phone: 406-841-2594

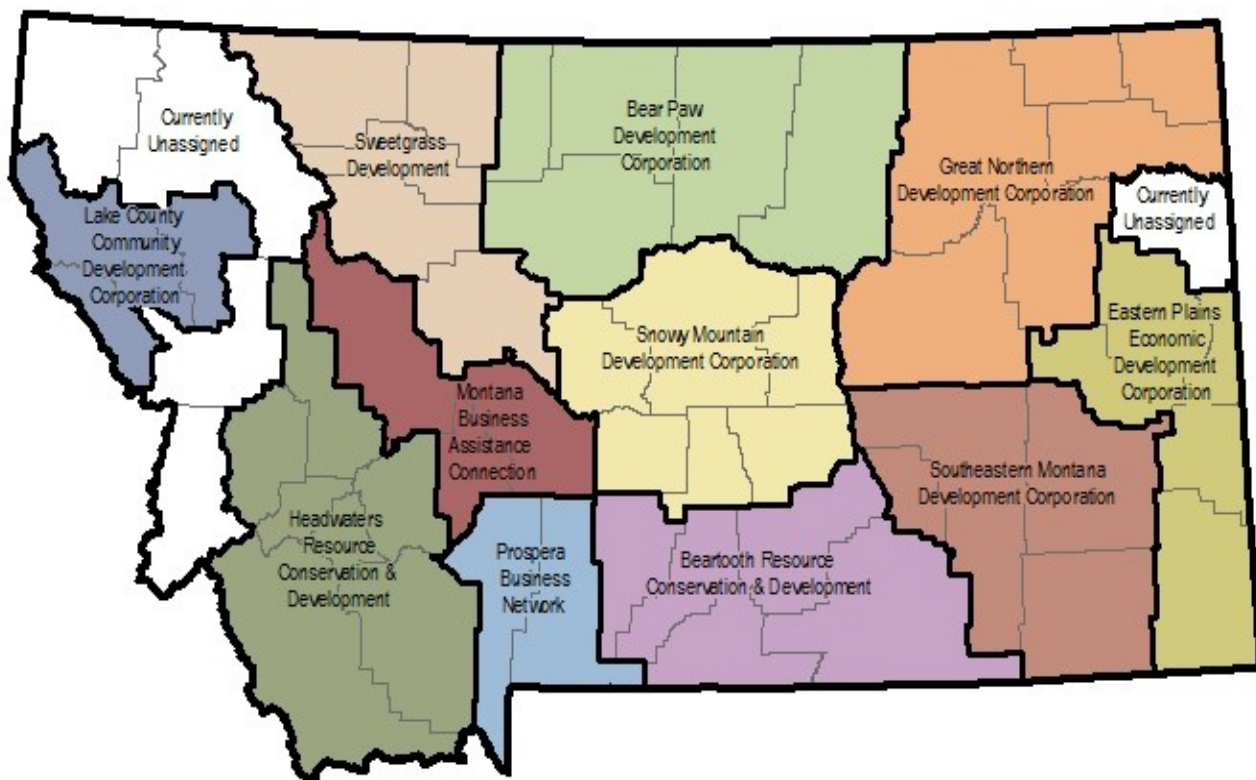
Email: cjones@mt.gov

Website: <http://businessresources.mt.gov/CRDC>

Certified Regional Development Corporations

There are eleven Certified Regional Development Corporations located across the state as shown below. For a list of current offices and additional program information, please visit <http://businessresources.mt.gov/crdc/default.mcp.x>.

CERTIFIED REGIONAL DEVELOPMENT CORPORATION REGIONS Montana Department of Commerce



Map by: Census and Economic Information Center March, 2012

Finance

Montana Board of Research and Commercialization Technology

PH: 406-841-2760

Email: ddesch@mt.gov

Website: <http://businessresources.mt.gov/MBRCT>

Montana SBIR/STTR Matching Funds Program

Small Business Innovation Research Program (SBIR)

Small Business Technology Transfer Program (STTR)

PH: 406-841-2760

Email: ddesch@mt.gov

Website: <http://businessresources.mt.gov/msmfp>



Dave Desch
MBRCT Executive Director

Montana Board of Research and Commercialization Technology Commercialization Successes

The Montana Board of Research and Commercialization Technology (MBRCT) was created by the Montana Legislature to provide a predictable and stable source of funding for research and commercialization projects to be conducted at research and commercialization centers in Montana. The purpose of the program is to encourage economic development through investment in research projects that have a clear path to commercialization.

Commercialization of BmJ as a Broad Spectrum Microbial Plant Disease Control Agent



BmJ was licensed to [CERTIS USA](#) in the spring of 2012 to develop and commercialize new plant disease control technologies. The reemergence of Potato Virus Y (PVY) in potato seed stock prompted the US EPA to grant a Section 18 Emergency Exemption to the Montana Department of Agriculture for use of BmJ to control PVY on up to 2,675 acres of seed potatoes. Manufactured by Certis USA, BmJ contains *Bacillus mycoides* isolate J, a bacterium discovered by [Montana State University](#) in collaboration with Montana BioAgriculture Inc. of Missoula. This bacterium has shown to trigger a plant's immune response to pathogenic fungi, bacteria and viruses. It has been tested nationwide with excellent results on pecans, tomato, potato and spinach. Products that can produce this response represent an advancement in the management of pests and plant diseases.

Research and Commercialization of the SepticNET Nutrient Removal Technology



[Water & Environmental Technologies, PC \(WET\)](#), Butte, received MBRCT funding to research, develop, and commercialize a superior nutrient elimination technology for on-site septic systems resulting in a new commercial product called SepticNET and a new company called [SepticNET, Inc.](#) SepticNET is an innovative, modular septic treatment system designed for use with new home construction, as an upgrade to existing on-site septic systems, or as a complete small community wastewater treatment system. Since completion of the MBRCT project, SepticNET has received two patents and has gained Montana Department of Environmental Quality (MDEQ) approval as a Level 2 wastewater treatment system. SepticNET is approved for an effluent total nitrogen concentration of <7.5 mg/L with no limitations on flow rates and no nitrate mixing zones. It is the only MDEQ approved technology capable of achieving that level of treatment for wastewater flows ranging from single family houses up to small communities. SepticNET is currently available in pre-designed residential and small community systems ranging from 500 gallons-per-day (gpd) to 10,000 gpd. SepticNET was invented, developed, tested and is currently being manufactured in Butte.

Montana SBIR/STTR Matching Funds Program

The 62nd Legislature appropriated \$375,000 per year for the 2013 biennium to the Montana Department of Commerce for the Montana SBIR/STTR Matching Funds Program (MSMFP) (MCA 90-1-117 thru MCA 90-1-119). The purpose of the program is to foster job creation and economic development in Montana by providing matching funds to eligible businesses meeting the criteria set forth in the program guidelines. MSMFP is designed to grant funds to Montana companies that have been awarded a Small Business Innovation Research Program or Small Business Technology Transfer Program (Federal SBIR/STTR Program) Phase I award and that, if the opportunity to do so is available, intend to apply for a Federal SBIR/STTR Phase II award.

Sustainable Bioproducts

Mark Kozubal

This SBIR Phase I project describes a simple, novel and economical process for converting lignocellulosic feedstocks to lipids for conversion to biodiesel and fatty acids for specialty markets using a minimal number of steps compared to current technologies. The technology is based on the use of a novel microorganism isolated from Yellowstone National Park that offers promise in the production of commercial bioproducts. Sustainable Bioproducts is conducting small-scale experiments to characterize the conversion of agricultural waste into biodiesel and fatty acids using an energy-efficient process. These experiments will help extrapolate the new process to full-scale commercialization. The proposed process is a breakthrough in bioenergy production, providing a low cost, simple and effective means for lipids (biofuel precursors) from abundant lignocellulosic substrates. The nation will benefit from the technology through reduction of its dependence on crude oil while supplementing incomes of the agricultural community.

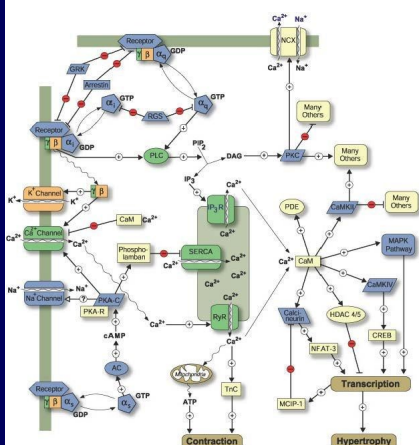


Figure 1: GPCR signaling diagram from the *alliance for cell signaling* <http://www.afcs.org/>

Montana Molecular

Anne Marie Quinn

Despite the fact that drug targets in the body are G-protein coupled receptors (GPCRs), understanding the complex roles of these receptors in many different cell types and organ systems is one of the most significant challenges of drug discovery today. Activation of any GPCR triggers a cascade of signals within the cell that involves multiple, often parallel, systems of second messenger and effector molecules. Currently these pathways are studied one molecule at a time, typically with just a single biochemical measurement at a particular time point. Robust biosensors for measuring the dynamic components of GPCR signaling in real time that can be used in virtually any tissue are essential for understanding how drugs affect people. This project will expand Montana Molecular's innovative suite of genetically-encoded fluorescent biosensors to create multiplexed assays systems for GPCR drug discovery in living cells.

Contact:

Montana SBIR/STTR Matching Funds Program
Business Resources Division
Montana Department of Commerce
P.O. Box 200505
Helena, MT 59620-0505 (406) 841-2760

Finance

Indian Country Economic Development Program

ICED

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Email: hsobrepena@mt.gov

Website: <http://iced.mt.gov>



Heather Sobrepeña-George
ICED Program Manager

Technical Assistance

State Tribal Economic Development Commission

STED

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Website: <http://tribal.mt.gov>

Indian Country Economic Development Program

All fiscal year 2013 tribal government projects are fully contracted and underway. The 63rd Legislature approved \$1.6 million in biennial funding under House Bill 2 to continue funding the Indian Country Economic Development Program as a one-time-only program. The ICED program has retained this designation since initially being funded by the 59th Legislature in 2005. For each year of the upcoming biennium, the following funding scenario is proposed:

- **Tribal Government ED Projects:** \$560,000/year to each of the eight tribal governments for priority economic development projects,
- **Montana Indian Equity Fund:** \$126,000/year to fund the Montana Indian Equity Fund which funds two Native-owned businesses per reservation and two at-large businesses at \$7,000 each for a total of eighteen businesses per year, and
- **Indian Entrepreneur Training:** \$24,000/year to support local providers of Indian entrepreneur and business training in each of the reservation communities.

Guidelines and application materials for the fiscal year 2014 tribal government funds will be available by July 2013.

State Tribal Economic Development Commission

The State Tribal Economic Development Commission was tasked with administering the *Montana Indian Language Preservation Pilot Program (SB 342)* by the 63rd Legislature. The language preservation pilot program will make \$1 million in each year of the biennium available to tribal governments to create audio and visual recordings, dictionaries or other reference material, and the creation and publication of curricula with the intent of producing tangible goods that preserve Native languages in Montana. Program rules will be adopted by July 31, 2013 with the guidelines and application materials to follow shortly. Product deliverables will due by September 15, 2014. In addition to the commission, collaborators include: tribal governments and their local program advisory boards, the Montana Historical Society, Montana public television organizations, and the Director of Indian Affairs. The State Tribal Relations Committee, an interim committee, will report on the program to the 64th Legislature.

Technical Assistance

Office of Trade and International Relations

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Website: <http://businessresources.mt.gov/TIR>



Mark Bisom
Trade Bureau Chief



**Governor Steve Bullock and
President and General Manager
Jim Spielman, MRL Equipment**

MRL Equipment Company Wins Exporting Award

MRL Equipment Company, Inc. of Billings was honored as Montana's 2012 Exporter of the Year by Governor Steve Bullock during Manufacturing & Trade Day at the Capitol in April.

The company manufactures high-quality, high-output road-marking equipment for both private organizations and government agencies across the globe. MRL began as a small, family-owned contracting company in 1976 and within 20 years it became the largest manufacturer of truck-mounted road-marking machines in the United States and one of the largest road-stripping contractors in the country. MRL's state-of-the-art 80,000 square-foot manufacturing facility supports 105 staff members.

MRL exports an estimated 20 percent of its annual sales to countries, including Korea, Australia, Turkey, Chile, Canada, Mexico, Saudi Arabia, Belgium, Brazil, China, Dominican Republic, Ireland, Lebanon, Mexico, Nigeria, South Africa, Sweden, Columbia, Nicaragua, Venezuela, Ecuador, Panama, Italy, and the United Kingdom.

Montana Export Update

In 2012, Montana's exports, including bulk wheat, totaled \$2.5 billion. This was a 1 percent increase over 2011. Our top trading partners, in order of highest exports, were Canada, Republic of Korea, China (Mainland), Belgium, China (Taiwan), Switzerland, Mexico, Japan, Germany, and The Philippines.

Our most popular exported products included bulk wheat, mineral fuel, copper oxides, industrial machinery, vehicle parts, cement, talc, pharmaceutical products, legumes, pasta, optic/medical/ surgical instruments, wood products and beef cattle.



Made in Montana Program

The Made in Montana Program helps build recognition for products that are "authentically" Montana. For information on the Made in Montana Program, please contact: Sue Clark-Jones, Phone: 406-841-2757, Email: madeinmontana@mt.gov. Website: <http://www.madeinmontanausa.com>.



Technical Assistance

Montana Indian Equity Fund Montana Entrepreneur Development Program

Montana Indian Equity Fund
Montana Entrepreneur Development Program
Phone: 406-721-3663
Email: pbelangie@mt.gov
Website: <http://entrepreneur.mt.gov>



Philip Belangie
Program Manager



MONTANA INDIAN EQUITY FUND INDIAN COUNTRY ECONOMIC DEVELOPMENT

The Department of Commerce Entrepreneur Development Program through the Montana Indian Equity Fund has been providing grants to members of the Indian tribes located in Montana since 2007. Including the grantees of 2013, the program has funded over one hundred aspiring business owners and the business owner expanding his or her business. This year grants of \$7,000 each were made to nineteen Native American business owners. These grantees represent enrolled members from all of the tribal communities of Montana. The grants for 2013 include the following:

Hiram Upham: *The 50's Diner: Browning, Montana*
Raquel Vaile: *Renz Child Care: Browning, Montana*
Patricia Collin: *This & That Shop: Browning, Montana*
Harold Hill: *Harold Hill Enterprises: Garryowen, Montana*
Scott Pease: *S Bar P Construction: Lodge Grass, Montana*
Billie Jo Cadieux: *AAA Wall System: St. Ignatius, Montana*
Melissa Michael: *Buckskin Creations, LLC and Glacier Lily Soaps: Ronan, Montana*
Jennifer Perez Cole: *Buckskin Transport, LLC: Dodson, Montana*
Pat Klotz: *Pat's Unique Boutique and Candle House: Poplar, Montana*
Daniel L. Hohlman: *Hohlman's Home Maintenance: Wolf Point, Montana*
Tim and Kim Guardipee: *Guardipee Photography: Great Falls, Montana*
Steve Parenteau: *American Quality Construction: Great Falls, Montana*
Kale Means: *Indigenous Sun Enterprises, LLC: Lame Deer, Montana*
Michelle Dennis: *Michelle's Munchies: Ashland, Montana*
Clara Caufield: *Custer's Last Camp Tipi Encampment: Busby, Montana*
Angela Duran: *Bear Paw C Store: New tribal government complex, Rocky Boys Reservation*
Anne Des Rosier Grant: *AD Graphics: Missoula, Montana*
Dominic Meyers: *Eagle Vision Cultural Resource Management: Polson, Montana*
Melanie Fay Charette: *Whitemoon IT and Consulting: Hysham, Montana*

Information

Montana Consolidated Plan

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Website: <http://housing.mt.gov/cp>



Julie Burk
Consolidated Plan Coordinator

Spring is Here: It's Caper Time

Spring means it's the time of year to work on the Consolidated Annual Performance and Evaluation Review document, otherwise known as the CAPER.

The CAPER reviews the goals identified in the Consolidated Plan, summarizes the accomplishments and use of funds for the previous fiscal year, and is submitted to HUD at the end of June.

As with the Action Plan, which outlines the activities and resources that will be used to address the goals identified in the Consolidated Plan, public comment on the CAPER is required. In Montana, the State grants approximately \$10 - \$12 million a year from HUD to communities for decent, safe, and affordable housing; economic development opportunities for low-and moderate-income families; and public facilities and infrastructure projects through the Community Development Block Grant (CDBG), HOME Investment Partnership (HOME), Emergency Solutions Grant (ESG) program, and the Housing Opportunities for Persons with AIDS (HOPWA) program.

The public meeting is May 22 in Missoula at the state housing conference.

In other news, in April I participated in two webinars – complete with homework -- to learn more about the new online template that HUD has introduced. Currently, states and entitlement cities have been allowed to submit Consolidated Plan documents in a format of their choosing. This will no longer be the case in the future. Our Consolidated Plan steering group, composed of staff from BRD, Housing, and Community Development, along with the Human and Community Services Division of DPHHS, has decided to wait until the year after next when our 5-year Consolidated Plan is due to make the conversion.

Summer Finance Program Certification Period



The Department will announce when the summer Finance Program Certification training is available. Take the online Elearning courses to keep on top of programmatic changes and requirements. Dates will be forthcoming.

Information

Census and Economic Information Center (CEIC)

Phone: 406-841-2740

Email: mcraigle@mt.gov

Website: <http://ceic.mt.gov>



Mary Craigle
CEIC Bureau Chief

Primary Sector Business

The term "Primary Sector Business" is used in a number of Commerce Programs for funding eligibility. The current definition as updated by the 63rd Legislature in the Montana Code Annotated (MCA) is as follows:

MCA 39-11-103

- (9) "Primary sector business" means an employer engaged in establishing or expanding operations within Montana that through the employment of knowledge or labor add value to a product, process, or export service that results in the creation of new wealth and at least one of the following conditions applies:
- a) for which at least 50% of the sales of the employer occur outside of Montana;
 - b) the employer is a manufacturing company with at least 50% of its sales to other Montana companies that have 50% of their sales occurring outside of Montana; or
 - c) the employer is a new business that provides, as determined by the department, a product or a service that is not available in Montana or a substantially similar product or service that is not available in Montana, which results in state residents leaving the state to purchase the product or service.

The table on the following page from the CEIC Industry Dashboard provides the latest data on the size of the production of the various industry sectors in Montana.

Examples of the types of businesses that are both value-adding and primary sector would include a furniture manufacturer that sells most of its product to buyers outside the state's borders; a drill part manufacturer that sells to a Montana tool export-only company whose product includes the purchased part; or, a new publishing company that provides printing services not previously available in Montana.

In the table, the production of the furniture manufacturer and drill part company would be part of the Manufacturing Sector. The publishing company would be included in the Information Sector.

The CEIC Industry Dashboard can be accessed at: <http://ceic.mt.gov/Economics/IndustryDashboard.aspx>

Census & Economic Information Center

CEIC Industry Dashboard

CEIC's dashboards provide real-time figures; tables/charts below update automatically upon release from source.

Montana Labor Force (seasonally adjusted figures)	Oct 2012	Nov 2012	Dec 2012	Jan 2013	Feb 2013	Mar 2013
Total People in the Labor Force	509,617	509,994	510,354	509,533	509,042	508,248
Employed	479,924	480,779	481,522	480,695	480,320	479,788
Unemployed	29,693	29,215	28,832	28,838	28,722	28,460
Unemployment Rate (%)	5.8	5.7	5.6	5.7	5.6	5.6

Data automatically updated on a monthly basis. Figures for previous periods may be revised.
Source: U.S. Department of Labor, Bureau of Labor Statistics - [Local Area Unemployment Statistics \(LAUS\)](#).

Published by  Montana CEIC.

Real GDP by Industry, Montana (millions of chained 2005 US\$)	2007	2008	2009	2010	2011
Total - All Industries	32,159	31,946	31,067	31,985	31,983
% Chg from Prior	4.21% 	-0.66% 	-2.75% 	2.95% 	-0.01% 
Private Industries	27,193	26,933	25,952	26,772	26,902
Ag., Forestry, Fishing, & Hunting	1,053	1,120	1,284	1,246	1,093
Mining	1,309	1,227	1,190	1,208	1,295
Oil & Gas Extraction	412.0	347.0	431.0	326.0	NA
Mining (except oil and gas)	708.0	648.0	620.0	641.0	NA
Support Activities for Mining	196.0	226.0	164.0	217.0	NA
Utilities	793.0	866.0	772.0	768.0	718.0
Construction	2,045	1,823	1,590	1,595	1,594
Manufacturing	2,452	1,891	1,610	1,891	1,824
Wholesale Trade	1,758	1,743	1,548	1,573	1,628
Retail Trade	2,394	2,311	2,291	2,516	2,560
Trans. & Warehousing	1,379	1,406	1,262	1,363	1,373
Information	963.0	889.0	903.0	949.0	946.0
Finance & Insurance	1,580	1,595	1,735	1,723	1,693
Real Estate, Rental & Leasing	3,896	4,245	4,163	4,004	4,025
Prof., Scientific & Tech. Services	1,526	1,627	1,507	1,595	1,649
Manag. of Companies & Enterprises	94.0	113.0	123.0	115.0	136.0
Admin. & Waste Management Services	706.0	728.0	697.0	753.0	798.0
Educational Services	129.0	128.0	126.0	126.0	139.0
Health Care & Social Assistance	2,740	2,893	2,953	3,051	3,095
Arts, Entertainment & Recreation	435.0	405.0	402.0	402.0	410.0
Accommodation & Food Services	1,139	1,105	1,027	1,115	1,162
Other Services (except government)	904.0	852.0	825.0	854.0	851.0